

**San Francisco State University Foundation Board  
Development Committee  
Zoom Meeting  
May 7, 2024  
Minutes**

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Members Present: John Gumas (Chair), Cynthia Bengier, Amy Chan; Gulshan Kumar; Fred Levin, Judy Marcus; Patty Siguenza, Camilla Smith, Jeffrey Jackanicz (ex-officio)  
Staff: Anjali Billa, Connie Bryan; Venesia Thompson-Ramsay (staff/guest)  
Members Absent: Dana Corvin, Marsha Rosenbaum, Jim Wunderman

**I. Call to Order**

John called the meeting to order at 10:13 am after a discussion of the current student protests on campus. John then acknowledged Camilla Smith's exemplary service on the Development Committee.

**II. Motion to approve February 5, 2024 Development Committee meeting minutes**

John provided committee members an opportunity to make a motion to approve the February 5, 2024 Development Committee meeting minutes. A motion to approve and a second was received. The motion passed.

MINUTE ACTION: that the Committee approve the February 5, 2024 Development Committee meeting minutes.

Motioned by: Amy Chan      Seconded by: Camilla Smith      Motion: Passed

**III. Committee Priorities**

Jeff led the members in a review of the Development Committee strategic priorities. The Committee has effectively aligned its work with the priorities during the past fiscal year, thereby successfully setting the stage to continue to meet and adhere to the strategic priorities going forward. John attributed the success to the fact that the priorities are clear and attainable.

**IV. Philanthropic Progress Report**

Anjali shared Advancement's philanthropic progress and provided context for the current numbers which stood at \$21,009,051.16 or 105% of the \$20M fundraising goal. She added that she's working on processes and infrastructure that will help to sustain this success.

**V. Campaign RFP**

Venesia reported on the Campaign RFP review process and timeline and drew members' attention to the three finalist firms, Huron GG&A, CCS Fundraising, and Johnson Grossnickle & Associates. The next step is for representatives from each firm to visit campus and present to the Development Committee. After deliberative review, the Development Committee will recommend a finalist firm to the Executive Committee.

**VI. Science and Engineering Innovation Center Building Update**

Anjali shared that the building is very close to being completed and provided a status on the Valley Foundation match. She shared that a good portion of the funding received to date has come from companies that tend to give a mix of cash and equipment donations (which have been substantial). Until

now, the Valley Foundation has allowed equipment donations to be counted towards the match, but going forward that will no longer be the case.

**VII. PIVOT Update**

Jeff updated the Committee on PIVOT's activities in securing corporate partnerships and sponsorships on behalf of the University. Three significant conversations are unfolding with the following entities: Forescout a cyber security company (headed by an SFSU alum) on a naming opportunity for Cox stadium and the soccer field; Five Star Bank who is interested in our student talent pipeline and in underwriting an honors program in the LFCoB; and SF Federal Credit Union which is interesting in becoming the official financial partner of the University (this would not be a business relationship). They would like to grow their customer base among our students, faculty, staff, and alumni), setting up special account options and incentives, as well as sponsoring student orientations and providing financial literacy workshops for students and their families. They are interested in exploring a gym naming opportunity as well.

**VIII. FY24-25 Development Committee Meeting Dates**

Friday, October 18, 2 pm  
Monday, February 3, 2 pm  
Monday, May 5, 2 pm

**IX. Adjournment**

MINUTE ACTION: that the May 7, 2024 Development Committee meeting be adjourned.

Motioned by: Cynthia Bengier      Seconded by: Fred Levin      Motion: Passed

The meeting was adjourned at 10:45am.

Respectfully submitted:

Signed by:  
  
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John Gumas  
Chair, SFSU Foundation Board Development Committee

11/06/2024 | 11:51 AM PST

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Date